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TO ALL REGION SALES MANAGERS

SUBJECT: Field "Best Practices"

Ladies & Gentlemen:

Enclosed are various examples of "Best Practices" being utilized in the Field. These practices were developed by the Field, for the Field, and serve as great tools to communicate key information and reward valuable contributions to the Sales Organization, particularly at the Sales and Retail Rep levels.

This book of "Best Practices" is a way to share the creative approaches to building teamwork and morale that exist in the Field.

The book has three sections:

- Communication
- Training
- Reward/Recognition

If your Region has some "Best Practices" not included in this book that you'd like to share on these or other topics (i.e., 3P's, etc.), please forward them to me, and I will ensure they get distributed. I hope you find some value in this information.

Sincerely,

*Evan*

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copy to: J. V. Maguire  
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